

United Arab Emirates Jobs Expertini®

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Company: AI Futtaim

Location: united arab emirates

Category: other-general

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Job Responsibilities:

Convert work winning opportunities into successful and profitable contracts

Ensure all new secured projects are cash positive

Ensure future pipeline, AF Construction best value for money and Win Themes

Create a bid strategy and work with the bid team and other Work Winning resources to identify, capture and develop win themes

Develop a bid programme and having identified necessary resources, secure support from Work Winning and Operational leaders

Job Requirements:

Possesses strong business and sector acumen and professional standing

Aware of the trends in the market-place and seeks to deepen knowledge of industry issues and drivers

Member of a Professional Body progressing to Chartered Status plus a minimum Intermediate Level qualification

Understands AFC's internal governance process surrounding bidding and risk management

Ability to negotiate effectively and to make commercially appropriate decisions

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